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Hiring Manager
Fever – Chicago, IL

Dear hiring team,

This past October, I cold called a carrier who had turned us down three times before. This was no regular autumn day in Chicago as we had just onboarded a new major customer that morning, and were in charge of their first shipment with our company. The stakes were high. After looking at my spreadsheet and seeing that this carrier had declined the opportunity to work with us the past three times they were contacted, I was determined to make the fourth time a charm. I picked up the phone and instead of pitching capacity again, as they had probably heard plenty of times, I asked about their pain points and turned the conversation into a casual friendly one, weaving in ways that our network could solve their problems. Finally, after a long conversation, and much discussion about the Chicago Bears ongoing season, I scheduled a followup meeting and within 48 hours of my initial phone call they were able to handle our new customers' freight needs. This call taught me that communication isn't just about the message—it's about understanding your audience and tailoring your approach to what resonates with them. It's also why I'm applying for the Account Development Representative role at Fever.

During my time at Arrive Logistics, I have been doing work that closely mirrors the skills required for the role you seek to fill; specifically, prospecting new clients and partnerships via cold calls and emails, managing pipeline generation and qualifying opportunities, and owning revenue through closing deals from qualification to signature. All of these responsibilities require strong communication, organization, negotiation skills, and adaptability. To fully succeed, I diligently track my pipeline in our CRM; analyze response rates and conversion metrics; craft targeted outreach sequences; and coordinate with account executives to ensure smooth handoffs once a prospect is qualified. When a lead goes cold, it is my responsibility to understand why, adjust my approach, and reengage them with a value proposition that resonates with their needs. I am proud of the recognition I received through winning Arrive Logistics' Midwestern Territory New Business Acquisition Competition three of the last four months.

I know this role shifts my focus from freight logistics to culture and live entertainment, but the core skills are the same. Pipeline generation, outbound outreach, qualifying opportunities, closing deals, and maintaining CRM hygiene are all things I do daily. The major difference would be that now I'll be driving revenue through group tickets and privatized events instead of transportation capacity, and I'm genuinely excited about that transition. Having lived in Barcelona and experienced Primavera Sound firsthand, I understand the power of democratizing access to culture and entertainment, and the opportunity to bring that magic to companies and institutions through Fever for Business is exactly what I'm looking for. I'd welcome any opportunity to discuss how my sales experience can contribute to Fever's mission.

Best,
Wyatt Lewis